

**MANSFIELD DOWNTOWN PARTNERSHIP
BUSINESS DEVELOPMENT AND RETENTION COMMITTEE**

March 2, 2011

5:00 PM

**Mansfield Downtown Partnership office
1244 Storrs Road**

Minutes

Present: Chair: Steve Rogers, Roger Adams, Brien Buckman, Curt Hirsch, Marty Hirschorn, Girish Punj, Rene Schein, Brian Wells

Staff: Cynthia van Zelm

Guest: Howard Kaufman, LeylandAlliance (by telephone)

1. Call to Order

Steve Rogers called the meeting to order at 5:05 pm. He announced that Matt Raynor resigned due to scheduling conflicts.

2. Public Comment

There was no public comment.

3. Approval of Minutes from November 17, 2010 and February 9, 2011

Rene Schein made a motion to approve the minutes from November 17, 2010. Brien Buckman seconded the motion. Brian Wells abstained. The motion was approved.

Rene Schein made a motion to approve the minutes from February 9, 2011. Brien Buckman seconded the motion. Roger Adams and Curt Hirsch abstained. The motion was approved.

4. Update and Discussion on Commercial Leasing

Howard Kaufman with LeylandAlliance joined the meeting by phone.

Mr. Rogers asked Mr. Kaufman about the status and process of the commercial leasing in Storrs Center.

Mr. Kaufman said the commercial leasing team, Charter Realty, has spoken to most of the businesses that have signed letters of intent to begin negotiations on leases. He said the Leyland and contractor team will meet with each tenant to discuss the construction of each tenant's space.

Marty Hirschorn asked for the process that Charter is undergoing and a timetable. Mr. Kaufman said the team of Peter Elliott and Dan Zelson are working with a variety of prospective tenants including grocery stores as a grocery store is a highly desired use.

Mr. Kaufman said that Charter has reached out to over 100 prospective retailers since they were brought on last fall. Mr. Kaufman said that Leyland will now only announce leases so that negotiations can continue in a confidential, private manner, as appropriate.

Girish Punj asked about Leyland's website and some out dated information, noting that it is important that the website be up to date on all of Leyland's projects. Mr. Kaufman said the website was being updated and the new website should be up and running in the next few weeks.

Mr. Kaufman said he expects that once the project is under construction, there will be even more interest in Storrs Center.

Mr. Rogers mentioned that he was at the regional International Council of Shopping Centers (ICSC) meeting in Hartford today and the Charter Realty team was there promoting Storrs Center. Mr. Kaufman said that the Charter team was also at the larger ICSC meeting in New York City a few months ago.

Mr. Rogers also noted that the featured lunch speakers in Hartford represented Price Chopper, Big Y, and Shop & Stop and they all said that future stores are trending smaller – 35,000 square feet vs. 60,000 or so square feet.

Mr. Buckman encouraged continued discussions with local businesses.

Mr. Kaufman said they are looking for larger users in the Phase 1B building.

Mr. Hirschorn asked if the Committee could be updated by Charter Realty periodically. With respect to process, Mr. Kaufman said the Partnership staff sends a weekly list of inquiries for commercial space to Leyland and to Charter Realty. Mr. Elliott from Charter has contacted all those people and followed up on recommendations from people including the Committee. Mr. Kaufman encouraged the Committee to forward on prospective businesses. Mr. Kaufman also noted Mr. Elliott and Mr. Zelson's over 20 years of experience in commercial leasing, and said Charter leased over 3 million square feet in retail last year.

Mr. Kaufman said he can arrange for Charter Realty to update the Committee by phone on a periodic basis.

Mr. Kaufman said they are targeting a few more restaurants but looking for other type of businesses.

With respect to Mr. Hirschorn's question about financing, Mr. Kaufman said that budgets are being finalized as design development drawings are completed, and a general contractor is hired. Mr. Kaufman will be working with its equity partner EDR to put together a financing package.

Mr. Hirschorn said it is important to convey to the public that progress is being made.

5. Review Construction Logistics for current Storrs Center businesses

Given the hour, the Committee postponed discussion on this topic until its next meeting.

6. Future meetings

The Committee agreed to meet on April 12 at 5 pm.

7. Adjourn

The meeting was adjourned at 6:25 pm.